

## Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 113758

R 280710Z AUG 75  
FM AMEMBASSY KUWAIT  
TO USDOC WASHDC  
INFO AMEMBASSY BEIRUT  
AMEMBASSY TEHRAN  
SECSTATE WASHDC 3569

UNCLAS KUWAIT 3549

COMMERCE FOR MEPD

E.O. 11652: N/A

TAGS: BTIO ENRG, ELEC KU

SUBJECT: EXPANSION OF DOHA WATER AND POWER PLANTS

REF: KUWAIT 0573 (NOTAL)

1. IN CONVERSATION WITH DR. ZAKI ABU EID, ASSISTANT UNDER-SECRETARY AND CHIEF ENGINEER AT THE MINISTRY OF ELECTRICITY AND WATER, EMBOFFS LEARNED THAT EXPANSION OF DOHA WATER DISTILLATION AND STEAM POWER PLANTS, REPORTED IN REFTEL, HAS BEEN DEFINITELY PROGRAMMED INTO THE FY 75/76 BUDGET AND SHOULD BE TENDERED WITHIN THE NEXT TWO MONTHS.

2. DOHA EXPANSION PROJECT ENTAILS EXTENSION OF THE 600MW STEAM POWER PLANT CURRENTLY UNDER CONSTRUCTION BY ADDITION OF THREE, 150MW POWER UNITS, COSTING BETWEEN \$100 AND \$150 MILLION (EST.). ALSO INVOLVED IS INSTALLATION OF THREE 5-6 MILLION IMPERIAL GALLON PER DAY CAPACITY DISTILLATION UNITS, COSTING APPROXIMATELY \$100 MILLION.

3. IN CONNECTION WITH THE DOHA EXPANSION, DR. ABU EID MENTIONED ANOTHER PROJECT, AN EXPANSION OF THE DISPATCH AND CONTROL CENTER AT JABRIYYA, INVOLVING COMPUTER CONTROL EQUIPMENT, AND COSTING ABOUT \$10 MILLION.

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4. FINALLY, DR. ABU EID SAID THAT THERE WAS A NEED, IN

CONJUNCTION WITH THESE AND OTHER PROJECTS, FOR MISCELLANEOUS EQUIPMENT--CABLES, SWITCHGEAR, OVERHEAD WIRES, AIR CONDITIONERS, DIESEL POWER UNITS, ETC.--WORTH OVER \$250 MILLION. DR. ABU EID NOTED THAT NO AMERICAN COMPANY HAD BID ON THESE MATERIALS.

5. COMMENT AND ACTION REQUESTED: KUWAIT MEW CURRENTLY FIRMLY COMMITTED TO HALF-BILLION DOLLARS WORTH NEW PROJECTS AND MAJOR EQUIPMENT PURCHASES. UNFORTUNATELY, US FIRMS HAVE NOT BEEN PARTICULARLY AGGRESSIVE IN SEEKING CONTRACTS. SEVERAL LOCAL BUSINESSMEN HAVE NOTED THAT US FIRMS ARE MORE COMPETITIVE NOW, PARTICULARLY IN TERMS OF PRICE, THAN WAS TRUE YEAR OR SO AGO. PROSPECTS FOR AMERICAN COMPANIES COULD BE FURTHER ENHANCED IF THEY COULD EXHIBIT MORE FLEXIBILITY THAN HAS TRADITIONALLY BEEN THE CASE. COMMERCE REQUESTED TO CONTACT APPROPRIATE US EQUIPMENT SUPPLIERS AND OTHER INTERESTED FIRMS AND TO GIVE THIS TRADE OPPORTUNITY WIDE PUBLICITY.  
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## Message Attributes

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